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POTASH & PHOSPHATE INSTITUTE

1935 50 YEARS OF SERVICE 1985

RESEARCH PPI EDUCATION

2801 Buford Hwy., N.E.
Suite 401
Atlanta, GA 30329-2199
Phone: 404-634-4274
Telex: 353965 PPI ATL

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PRESS RELEASE

E-269
November 1985

POTASH SALES
JULY - SEPTEMBER 1985

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,234,758 tons of product containing an equivalent 1,938,843 tons K_2O during the period July - September 1985 according to the Potash & Phosphate Institute. This was a decrease of 28% from the preceding July - September period.

EXPORTS to other countries were 622,399 tons K_2O, a decrease of about 34%.

TOTAL AGRICULTURAL SALES (including exports) were 1,826,081 tons K_2O, a decrease of 29%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,155,783 tons K_2O, a decrease of 26%. In addition, 26,948 tons K_2O were imported into the United States from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 60,765 tons K_2O, a decrease of 37%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 112,762 tons K_2O, an increase of 6%.

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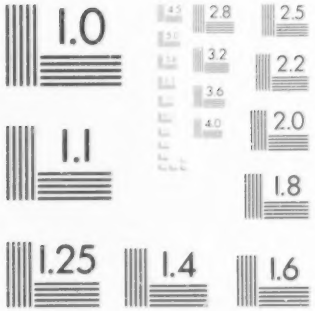
POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS

(Short Tons K_2O)

AGRICULTURAL	July-September 1985	July-September 1984
UNITED STATES		
Standard Muriate	74,794	100,078
Coarse Muriate	620,588	880,826
Granular Muriate	361,586	431,258
Soluble Muriate	74,156	122,172
Sulphates	24,659	31,004
*TOTAL UNITED STATES	1,155,783	1,565,338
CANADA		
Standard Muriate	3,574	1,318
Coarse Muriate	17,158	66,078
Granular Muriate	36,958	27,170
Soluble Muriate	1,238	726
Sulphates	1,837	1,947
*TOTAL CANADA	60,765	97,239
**EXPORTS		
Standard Muriate	361,997	627,751
Coarse Muriate	29,057	61,740
Granular Muriate	154,034	197,724
Soluble Muriate	32,397	20,581
Sulphates	32,048	15,783
TOTAL EXPORTS	609,533	923,579
TOTAL AGRICULTURAL	1,826,081	2,586,156
NON-AGRICULTURAL		
UNITED STATES		
Muriate	62,899	56,364
Soluble Muriate	29,791	30,259
Sulphates	640	1,064
TOTAL UNITED STATES	93,330	87,687
CANADA		
Muriate	5,093	4,094
Soluble Muriate	1,424	1,803
Sulphates	49	83
TOTAL CANADA	6,566	5,980
**EXPORTS		
Muriate	951	2,255
Soluble Muriate	11,915	10,448
Sulphates	-	156
TOTAL EXPORTS	12,866	12,859
TOTAL NON-AGRICULTURAL	112,762	106,526
GRAND TOTAL	1,938,843	2,692,682
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	24,176	58,251
Sulphates	2,772	6,819
TOTAL IMPORTS	26,948	65,070

* Does not include imports from overseas
** Canadian and U.S. sales to countries other than the U.S. and Canada

MICROCOPY RESOLUTION TEST CHART
NBS - 1010a
(ANSI and ISO TEST CHART No. 2)



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P.O. BOX 338
WEBSTER, NEW YORK 14580
(716) 265-1600

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Suite 401
Atlanta, GA 30329-2199
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E--270
February 1986

POTASH SALES
CALENDAR YEAR 1985

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during calendar year 1985 were 14,614,929 tons of product containing an equivalent 8,629,223 tons K_2O according to the Potash & Phosphate Institute. This was a decrease of about 10% from the preceding calendar year.

EXPORTS to other countries were 2,665,366 tons K_2O, a decrease of 21%.

TOTAL AGRICULTURAL SALES (including exports) were 8,090,086 tons K_2O, a decrease of about 11%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 5,069,709 tons K_2O, a decrease of almost 5%. In addition, 277,120 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 466,080 tons K_2O, a decrease of about 2%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 539,137 tons K_2O, an increase of 11%.

OCTOBER-DECEMBER 1985

TOTAL SALES for all purposes (including exports) were 1,917,855 tons K_2O during the period October-December 1985. This was a decrease of almost 9% from the preceding October-December period.

EXPORTS to other countries were 559,567 tons K_2O, a decrease of 20%.

TOTAL AGRICULTURAL SALES (including exports) were 1,780,826 tons K_2O, a decrease of 9%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,078,690 tons K_2O, a decrease of 4%.

AGRICULTURAL SALES IN CANADA amounted to 171,958 tons K_2O, an increase of nearly 8%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 136,945 tons K_2O, a decrease of less than 1%.

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POTASH & PHOSPHATE INSTITUTE

POTASH SALES BY NORTH AMERICAN PRODUCERS

CALENDAR YEAR AND FOURTH QUARTER 1985 AND 1984

E— 270

AGRICULTURAL	CALENDAR 1985	CALENDAR 1984	OCT-DEC 1985	OCT-DEC 1984
UNITED STATES				
Standard Muriate	381,411	491,996	92,589	134,644
Coarse Muriate	2,276,512	2,445,698	505,617	491,104
Granular Muriate	1,836,226	1,666,140	365,647	354,731
Soluble Muriate	431,887	518,832	85,913	95,039
Sulphates	143,673	186,309	28,924	48,996
* TOTAL UNITED STATES	5,069,709	5,308,975	1,078,690	1,124,514
CANADA				
Standard Muriate	19,154	4,280	11,568	911
Coarse Muriate	202,122	238,340	105,736	64,618
Granular Muriate	219,251	207,577	45,960	80,734
Soluble Muriate	11,620	5,899	1,068	1,328
Sulphates	13,933	18,564	7,542	11,899
TOTAL CANADA	466,080	474,660	171,874	159,490
** EXPORTS				
Standard Muriate	1,666,843	2,347,436	298,207	511,766
Coarse Muriate	158,270	267,396	40,166	61,381
Granular Muriate	532,521	487,371	144,500	70,469
Soluble Muriate	116,328	99,191	31,142	18,449
Sulphates	80,335	85,882	16,331	17,785
TOTAL EXPORTS	2,554,297	3,287,276	530,346	679,850
TOTAL AGRICULTURAL	8,090,086	9,070,911	1,780,910	1,963,854
NON-AGRICULTURAL				
UNITED STATES				
Muriate	242,009	250,343	55,835	67,635
Soluble Muriate	151,839	132,565	43,764	39,485
Sulphates	7,178	4,134	533	846
TOTAL UNITED STATES	401,026	387,042	100,132	107,966
CANADA				
Muriate	18,412	14,925	5,231	3,976
Soluble Muriate	7,860	9,399	2,236	2,421
Sulphates	770	393	41	97
TOTAL CANADA	27,042	24,717	7,508	6,494
EXPORTS				
Muriate	18,180	9,215	1,776	2,342
Soluble Muriate	91,168	63,566	27,529	19,967
Sulphates	1,721	983	0	258
TOTAL EXPORTS	111,069	73,764	29,305	22,567
TOTAL NON-AGRICULTURAL	539,137	485,523	136,945	137,027
GRAND TOTAL	8,629,223	9,556,434	1,917,855	2,100,881
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	257,081	418,369	22,751	52,669
Sulphate of Potash	20,039	31,349	5,040	10,410
TOTAL IMPORTS	277,120	449,718	27,791	63,079

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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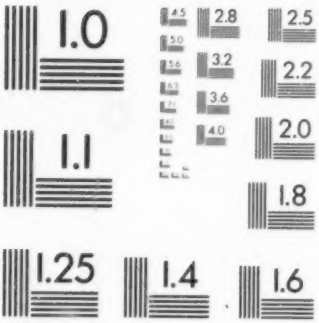

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E--271
June 1986

POTASH SALES
JANUARY-MARCH 1986

TOTAL SALES of potash by North American producers for all purposes (including exports) during the period January-March 1986 were 3,977,170 tons of product containing an equivalent 2,327,902 tons K_2O according to the Potash & Phosphate Institute. This was an increase of almost 4% over the preceding January-March period.

EXPORTS to other countries were 747,425 tons K_2O, an increase of 3%.

TOTAL AGRICULTURAL SALES (including exports) were 2,204,034 tons K_2O, an increase of 3.6%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,363,881 tons K_2O, an increase of 3.5%. 85,161 tons K_2O were imported into the U.S. from overseas, a decrease of more than 11%.

AGRICULTURAL SALES IN CANADA amounted to 122,713 tons K_2O, an increase of 19%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 123,868 tons K_2O, an increase of 7%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JANUARY - MARCH QUARTER 1986 AND 1985

E271

	JAN-MAR 1986	JAN-MAR 1985
AGRICULTURAL		
UNITED STATES		
Standard Muriate	126,735	119,606
Coarse Muriate	468,948	556,684
Granular Muriate	604,330	460,676
Soluble Muriate	119,030	128,217
Sulphates	44,838	52,552
* TOTAL UNITED STATES	1,363,881	1,317,735
CANADA		
Standard Muriate	2,270	120
Coarse Muriate	51,953	48,364
Granular Muriate	65,971	50,471
Soluble Muriate	1,716	2,290
Sulphates	803	1,487
TOTAL CANADA	122,713	102,732
** EXPORTS		
Standard Muriate	533,122	523,614
Coarse Muriate	35,693	49,264
Granular Muriate	94,864	95,165
Soluble Muriate	27,885	18,818
Sulphates	25,876	19,794
TOTAL EXPORTS	717,440	706,655
TOTAL AGRICULTURAL	2,204,034	2,127,122
NON-AGRICULTURAL		
UNITED STATES		
Muriate	57,309	53,025
Soluble Muriate	29,733	36,504
Sulphates	889	664
TOTAL UNITED STATES	87,931	90,193
CANADA		
Muriate	4,487	4,221
Soluble Muriate	1,400	2,290
Sulphates	65	34
TOTAL CANADA	5,952	6,545
EXPORTS		
Muriate	1,238	3,169
Soluble Muriate	28,747	15,658
Sulphates	-	-
TOTAL EXPORTS	29,985	18,827
TOTAL NON-AGRICULTURAL	123,868	115,565
GRAND TOTAL	2,327,902	2,242,687
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	77,112	88,954
Sulphate of Potash	13,049	6,867
TOTAL IMPORTS	85,161	95,821

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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1935 50 YEARS OF SERVICE 1985

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Suite 401
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E--272
August 1986

POTASH SALES
FERTILIZER YEAR 1985/86 AND APRIL-JUNE 1986

TOTAL SALES of potash by North American producers for all purposes (including exports) during the fertilizer year 1985/86 were 14,914,818 tons of product containing an equivalent 8,799,043 tons K_2O according to the Potash & Phosphate Institute. This was a decrease of 8% from the preceding fertilizer year.

EXPORTS to other countries were 2,845,003 tons K_2O, a decrease of about 9%.

TOTAL AGRICULTURAL SALES (including exports) were 8,317,994 tons K_2O, a decrease of 8%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 5,079,033 tons K_2O, a decrease of 8% from the previous fertilizer year. In addition, 226,459 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 484,705 tons K_2O, an increase of about 1%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 481,049 tons K_2O, a decrease of 10%.

APRIL-JUNE 1986

TOTAL SALES for all purposes (including exports) were 2,614,527 tons K_2O during the period April-June 1986. This was an increase of 3% over the preceding April-June period.

EXPORTS to other countries were 915,612 tons K_2O, an increase of more than 20%.

TOTAL AGRICULTURAL SALES (including exports) were 2,507,053 tons K_2O, an increase of over 6%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,480,679 tons K_2O, a decrease of 2%. In addition, 86,559 tons K_2O were imported into the United States from overseas.

AGRICULTURAL SALES IN CANADA amounted to 129,353 tons K_2O, a decrease of 1%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 107,474 tons K_2O, a decrease of 38%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
FERTILIZER YEAR AND APRIL-JUNE QUARTER, 1986 AND 1985

E---272

	FERTILIZER YEARS		APRIL-JUNE	APRIL-JUNE
AGRICULTURAL				
UNITED STATES	1985/86	1984/85	1986	1985
Standard Muriate	385,029	448,750	90,911	94,422
Coarse Muriate	2,225,633	2,522,237	630,480	593,623
Granular Muriate	1,900,466	1,894,982	568,903	648,317
Soluble Muriate	425,206	489,029	146,107	143,601
Sulphates	142,699	170,090	44,278	37,538
* TOTAL UNITED STATES	5,079,033	5,525,088	1,480,679	1,517,501
CANADA				
Standard Muriate	17,627	6,241	215	3,892
Coarse Muriate	196,227	209,924	21,380	30,864
Granular Muriate	248,791	244,237	99,902	85,862
Soluble Muriate	8,139	11,368	4,117	7,024
Sulphates	13,921	18,400	3,739	3,067
* TOTAL CANADA	484,705	490,170	129,353	130,709
** EXPORTS				
Standard Muriate	1,779,874	2,146,156	586,548	483,025
Coarse Muriate	184,953	212,168	80,037	39,783
Granular Muriate	576,264	502,180	182,866	138,822
Soluble Muriate	125,595	91,819	34,171	33,971
Sulphates	87,570	65,608	13,399	12,246
TOTAL EXPORTS	2,754,256	3,017,931	897,021	707,847
TOTAL AGRICULTURAL	8,317,994	9,033,189	2,507,053	2,356,057
NON-AGRICULTURAL				
UNITED STATES				
Muriate	234,425	247,274	58,382	70,250
Soluble Muriate	128,296	148,028	25,008	41,780
Sulphates	2,769	7,915	707	5,341
TOTAL UNITED STATES	365,490	403,217	84,097	117,371
CANADA				
Muriate	19,168	16,158	4,357	3,867
Soluble Muriate	5,418	8,424	358	1,910
Sulphates	226	776	71	562
TOTAL CANADA	24,812	25,358	4,786	6,339
** EXPORTS				
Muriate	14,933	20,050	10,968	12,284
Soluble Muriate	75,748	82,139	7,557	36,066
Sulphates	66	2,135	66	1,721
TOTAL EXPORTS	90,747	104,324	18,591	50,071
TOTAL NON-AGRICULTURAL	481,049	532,899	107,474	173,781
GRAND TOTAL	8,799,043	9,566,088	2,614,527	2,529,838
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	200,583	321,074	81,544	121,200
Sulphate of Potash	25,876	29,456	5,015	5,360
TOTAL IMPORTS	226,459	350,530	86,559	126,560

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.